

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 IO-10 SS-15 NSC-05

PA-01 USIA-06 PRS-01 SP-02 /072 W

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O R 081658Z AUG 75

FM AMEMBASSY BONN

TO AMEMBASSY PARIS IMMEDIATE

INFO SECSTATE WASHDC 2009

USMISSION USBERLIN

AMEMBASSY LONDON

USMISSION NATO BRUSSELS

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E.O. 11652: N/A

TAGS: EAIR, WB, FR, US, UK

SUBJECT: CIVAIR: PAA PARIS-BERLIN CHARTERS

REF: A. PIERRE-MONROE TELCON B. BONN 12530

1. IN CONVERSATIONS WITH ACTING FRENCH CAA ON PAA'S  
PARIS CHARTERS PROBLEM WE HAVE POINTED OUT THAT AIR  
FRANCE HAS BENEFITTED FROM RECENT IGS ROUTE DIVISION  
IN THAT ONE DIRECTLY COMPETITIVE PAA AFTERNOON COLOGNE  
SERVICE HAS BEEN DROPPED. MOREOVER, FORTHCOMING  
BA/PAA MOVE SHOULD ELIMINATE ANY DISADVANTAGE AIR FRANCE  
HAS EXPERIENCED AS THE ONLY SCHEDULED CARRIER USING  
SOMEWHAT LESS CONVENIENT TEGEL AIRPORT. BEGIN FYI: OUR  
MOST RECENT TRAFFIC DATA INDICATES THAT AIR FRANCE'S  
LOAD FACTOR ON ITS PARIS - BERLIN SERVICE DIPPED  
SHARPLY IN JULY TO 31 PERCENT. AN EXAMINATION OF LOAD  
FACTORS FOR THE BERLIN-COLOGNE SECTOR OF AIR FRANCE'S  
SERVICE SHOWS A STEADY DECLINE FROM MAY, SUGGESTING  
THAT THE DROPPING OF THE PAN AMERICAN SERVICE AT  
COLOGNE HAS PROBABLY HAD LITTLE ACTUAL EFFECT. IN  
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GENERAL, THE DATA FOR THE YEAR TO DATE APPEARS TO

PERMIT NO CONCLUSIONS - INDEED THE ONLY DEFINITE OBSERVATION POSSIBLE IS THAT AIR FRANCE'S PERFORMANCE ON THE SERVICE IS CONSISTENTLY LESS THAN SATISFACTORY. THIS ALONE SUGGESTS TO US THAT THE INCREASED CHARTER ACTIVITY IN THE SPRING IN ITSELF PROBABLY DID NOT HURT AIR FRANCE; HOWEVER, IT WOULD PROBABLY BE DIFFICULT TO CONVINCE THE FRENCH OF THIS FACT. END FYI.

2. WE CONTINUE TO THINK THE OVERRIDING ARGUMENT TO STRESS WITH FRENCH OFFICIALS IS THE POLITICAL ONE THAT THE ALLIES SHOULD NOT TAKE ACTIONS WHICH RESTRICT BERLIN AIR SERVICES. FURTHERMORE, PRESENT GOF APPROACH IF IT BECOMES KNOWN WIDELY COULD WELL INFLUENCE OTHER FRIENDLY GOVERNMENTS TO BE MORE RESTRICTIVE IN GRANTING LANDING RIGHTS FOR BERLIN FLIGHTS THAN HAS BEEN THE CASE IN THE PAST. IN VIEW OF A REPORT FROM PAA THAT THE TRAVEL AGENT ORGANIZING THE PARIS PROGRAM INTENDS TO HOLD A PRESS CONFERENCE ON MONDAY, AUGUST 11 CRITICIZING THE ALLIES FOR INTERFERING WITH BERLIN AIR SERVICES, WE THINK IT MIGHT BE USEFUL FOR EMBASSY PARIS TO APPROACH THE QUAI ONCE AGAIN, DRAWING ON THE ABOVE. WE WILL CONTINUE TO PRESS FRENCH EMBASSY HERE FOR A QUICK RESOLUTION OF THE PROBLEM. HOWEVER, IF WE SEE NO FORWARD MOVEMENT BY EARLY NEXT WEEK, WE THINK A MORE FORMAL AND HIGHER LEVEL APPROACH IN PARIS MIGHT BE WARRANTED.  
HILLENBRAND

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
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